

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-03

INR-10 NSAE-00 ICA-11 TRSE-00 XMB-02 OPIC-03

SP-02 LAB-04 SIL-01 OMB-01 NSC-05 SS-15 STR-07

CEA-01 /091 W

-----019583 221344Z /75

R 211425Z JUN 78

FM AMCONSUL NAPLES

TO AMEMBASSY ROME

INFO SECSTATE WASHDC 6114

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E.O. 11652: N/A

TAGS: BEXP, BGEN, EINV, EIND, IT

SUBJECT: A REVIVED REMINGTON

1. SPERRY SUD MANAGER CARLO ROSSI RECENTLY TOLD CONOFF THAT HIS PLANT IS SOON TO BE PART OF A RECONSTITUTED REMINGTON CORPORATION. ACCORDING TO ROSSI, AMERICAN FINANCIAL INTERESTS LED BY EX-IBM VICE PRESIDENT WILLIAMS ARE ESTABLISHING A REMINGTON CORPORATION AS A U.S. HOLDING COMPANY AND ACQUIRING THE SPERRY SUD (NAPLES) PLANT AS WELL AS A PLANT IN HOLLAND. THE INTENTION OF THE INVESTORS IS TO GROUP THE ITALIAN AND DUTCH OFFICE EQUIPMENT OPERATIONS OF SPERRY UNIVAC UNDER THE NEW MANAGEMENT THEN RELAUNCH THE REMINGTON NAME VIA A U.S.-BASED MARKETING OPERATION (REMINGTON HAD PREVIOUSLY BEEN ABSORBED INTO SPERRY'S UNIVAC DIVISION).

PAGE 02 RUFRSGG1622 C O N F I D E N T I A L

2. ROSSI IS OPTIMISTIC ABOUT THE FUTURE OF HIS NAPLES PLANT AND TERMS THE NEW OWNERS "VERY AMBITIOUS". THEY ARE CONFIDENT OF AN EXPANDING MARKET FOR THE OFFICE EQUIPMENT (ELECTRIC TYPEWRITERS, CALCULATORS, INCREASING EDP, MINICOMPUTERS, ETC..) TO BE PRODUCED BY THE NAPLES OPERATION. AN INITIAL PRODUCTION GOAL IS FOR AN OUTPUT INCREASE OF
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15 PERCENT. AS EFFICIENCY IMPROVES FORTY TO FORTY-FIVE NEW EMPLOYEES WOULD BE ADDED TO THE CIRCA 600 NOW AT SPERRY SUD. TRADE UNION RE-ACTION HAS BEEN POSITIVE BUT CAUTIOUS, SAYS ROSSI. THEY WANT MORE INFORMATION ON THE SALE AND ON THE EXTENT OF MANAGEMENT COMMITMENT TO INCREASE PRODUCTION THROUGH NEW HIRES.

3. COMMENT: THIS IS ONE EXAMPLE OF A NAPLES-BASED U.S. FIRM LOOKING TO THE FUTURE WITH RENEWED CONFIDENCE IN SPITE OF THE STILL GLOOMY

ECONOMIC ENVIRONMENT HERE. THE CONFIDENCE EXTENDS TO PROJECTIONS OF
LABOR COST AND TRADE UNION PRACTICE. SOME EXPANSION, INVESTMENT AND
ADDITIONAL EMPLOYMENT SHOULD BE FORTHCOMING. COLANTONIO.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESS FIRMS, FOREIGN INVESTMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978NAPLES01196
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780260-0796
Format: TEL
From: NAPLES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780635/aaaabeor.tel
Line Count: 65
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Litigation History:
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
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Review Event:
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Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2265994
Secure: OPEN
Status: NATIVE
Subject: A REVIVED REMINGTON
TAGS: BEXP, BGEN, EINV, EIND, IT, REMINGTON CORP
To: ROME
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/9480b784-c288-dd11-92da-001cc4696bcc
Review Markings:
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